

2 Policemen Are Killed by Protesters In Frankfurt

By Robert J. McCartney
Washington Post Service

BONN — Interior Minister Friedrich Zimmermann said Tuesday that the shooting deaths of two policemen by demonstrators at Frankfurt International Airport represented "a new phase and new quality of violence" in West Germany.

The policemen were shot and killed Monday evening when they and their colleagues sought to break up a march called to protest a long-awaited expansion of the airport.

It was the worst outbreak of violence during a political demonstration since the country was founded in 1949. The incident also marked the first time that a policeman had been killed during a demonstration in West Germany.

The shootings were particularly alarming because they could mark the beginning of an increase in the use of violence by militant anarchists, who are known as "the autonomous" and who regularly fight with the police but had not previously killed anyone, government officials and private experts said.

It was suspected that the shots were fired by someone in "autonomous circles," security sources said. Many of the demonstrators were masked, apparently to hide their identities.

Six policemen were hospitalized with injuries, including two who were hit by gunfire after about 200 police officers clashed with 150 to 200 demonstrators outside the airport, according to the police and West German media reports.

The demonstration was called to mark the sixth anniversary of a police sweep that dismantled a "hut village" erected by protesters seeking to block construction of a third runway at the airport.

The protesters said then that trees should not be cut down to clear space for the runway and that the expansion would increase noise pollution. The runway was inaugurated in April 1984.

The police used water cannon on Tuesday to break up the demonstrators, who did not have a permit. The protesters tossed gasoline bombs and rocks and fired tracer bullets as well as live ammunition.

The police detained an unidentified man on Tuesday after a search of his apartment yielded a 9mm pistol that fired the bullet that killed one of the policemen, a spokesman for the federal prosecutor's office, Alexander Prechtel, said Tuesday evening.

Tests showed that the pistol fired the shot that killed Klaus Eichhofer, a 43-year-old police squadron leader, Mr. Prechtel said. The pistol had been stolen from a policeman during an anti-nuclear demonstration in Hanau near Frankfurt on Nov. 8, 1986, he said.

The incident was expected to lead to increased pressure from conservatives for the government to adopt controversial proposals to toughen penalties against the wearing of masks at demonstrations.

Chancellor Helmut Kohl's center-right coalition is divided over whether to strengthen the anti-demonstration laws.

"Normally the autonomous groups do not kill people, so this is something new," said Gerd Langguth, a Bonn University political scientist who has written a book on West German protest movements.

SOVIET: Softening of Gorbachev's Positions Attributed to Domestic Tensions

(Continued from Page 1) a series of half measures — an apparent mixture of Mr. Gorbachev's views and those of more conservative forces within the Communist Party.

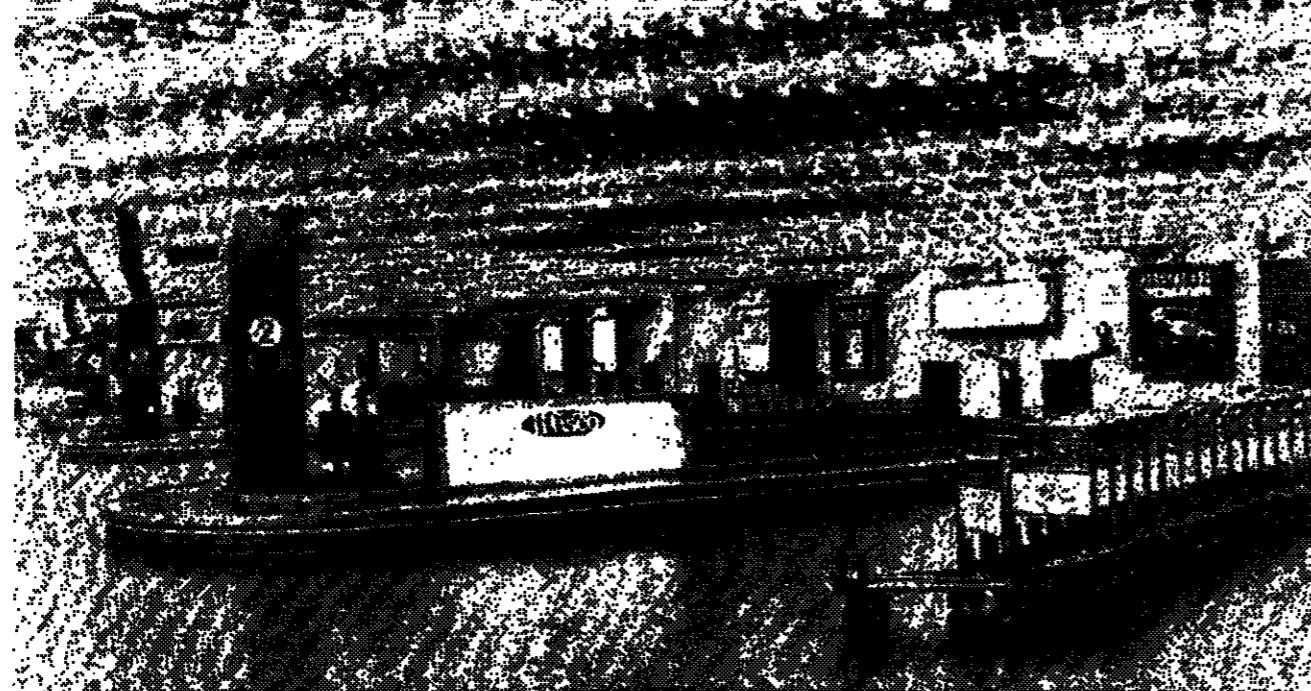
"It just didn't go far enough," one Soviet scientist said in an interview. "At this point in his reform campaign, Gorbachev has got to be more convincing if he is going to win support among those still sitting on the fence."

According to one view, the address reflects the influence of conservatives who cautioned publicly against the dangers of some of the reforms during Mr. Gorbachev's 56-day absence from public view in August and September.

Some Western diplomats speculated that Mr. Gorbachev had softened his remarks to reflect criticism raised during a review of the address at an Oct. 21 plenum of the Central Committee. Others emphasized that the subjects of the speech, such as Stalinization, excite so many passions across the Soviet Union that Mr. Gorbachev had to broach them with a sense of balance.

The part of the speech considered by Western analysts as most indicative of a conservative shift by Mr. Gorbachev was his veiled rebuke of one of the most outspoken proponents of Soviet reform.

"We must not give in to pressure to those oveready and impatient



Leonardi da Vinci Airport in Rome stood deserted during a recent series of strikes by ground crew.

Economic Woes Threaten Italy Coalition

Agence France-Presse

ROME — The coalition government, led by Giovanni Gorla, faces a winter of discontent, with resurgent inflation, a growing trade deficit and a series of strikes that so far have affected transport and the furniture industry.

The latest sector to warn of job action is Italian diplomats, who have threatened a worldwide strike starting Nov. 30 to protest employment conditions that the government wants to impose.

Analysts said these factors could accentuate a growing split within

the coalition of Christian Democrats, Socialists, Social Democrats, Republicans and Liberals.

In the past week, the national statistics bureau has reported that inflation rose to an annual rate of 5.3 percent in October and could reach 6 percent by December, and that Italy's trade deficit doubled to 8.67 billion lire (\$6.84 billion) in the first nine months of 1987, compared with the corresponding period in 1986.

Increasing domestic problems and the international market chaos of past weeks led the Senate budget

commission to tell the government Saturday that it must withdraw its planned finance bill for 1988 and adjust it to take account of the more difficult economic circumstances.

The Communist Party was behind the Senate initiative, arguing that the bill was based on rosy world economic predictions that have been overshadowed by events.

Divisions within the government became apparent when Giuliano Amato of the Socialist Party, who is treasury minister and deputy

prime minister, said it was up to the Christian Democratic prime minister to go to the Senate with new proposals.

The day before, a coalition dispute had thwarted Mr. Gorla's attempts to end strikes called by increasingly militant grass-roots organizations.

At an emergency cabinet meeting, Mr. Gorla's plan to curb strikes, which have disrupted train and airport travel as well as cemetery burials, was supported by the Republicans and Liberals but vetoed by the Socialist Party.

DEFENSE: Weinberger to Resign

(Continued from Page 1) personal relationship with the president and his easy access to the Oval Office.

As defense secretary, Mr. Weinberger served as a strong advocate for Mr. Reagan's ambitious \$2 trillion rearmament program, even in the face of growing pressure for cutbacks from a Congress worried about the deficit.

Aided by former Assistant Secretary Richard N. Perle, Mr. Weinberger was also a frequent opponent of arms control proposals advocated by Secretary of State George P. Shultz, and he was particularly forceful in resisting limits on the president's space-based missile defense initiative.

While officials said Mr. Weinberger's departure is not the result of pressure from within the administration, it may presage a new approach to arms control in the final year of Mr. Reagan's presidency. Mr. Carlucci, who previously served as deputy defense secretary under Mr. Weinberger, is known within the administration as a more pragmatic and flexible policy maker than Mr. Weinberger on arms control issues.

The shift comes at a critical time as Mr. Reagan makes final preparations for signing a treaty next month with the Soviet leader, Mikhail Gorbachev, eliminating medium- and shorter-range missiles in Europe. The agreement is the first major arms control treaty of Mr. Reagan's presidency and is to be signed at the first U.S.-Soviet summit meeting in the United States since 1973.

Even more important, Mr. Reagan and Mr. Gorbachev appear to be heading toward a period of intensified bargaining over strategic

nuclear weapons that could lead next year to an agreement cutting those arsenals in half.

A critical factor in such an accord is whether Mr. Reagan will agree to flexibility in plans to deploy under his space-based missile defense system. Mr. Weinberger has refused repeatedly to accept restraints that would slow down the program, now in the research phase, and he oversaw a major expansion in its spending.

Close acquaintances said Mrs. Weinberger's health has been deteriorating steadily in recent months. She recently completed a series of radiation treatments for the malignancy and has had persistent problems with arthritis that occasionally has left her bedridden, they said.

The couple, who celebrated their 45th wedding anniversary in August, recently sold their large residence in McLean, Virginia, and moved into an apartment at the Watergate complex in Washington because they could not install an elevator for her in the McLean house, acquaintances said.

For at least the past year, Mrs. Weinberger has spent most of her time at the couple's Bar Harbor, Maine, home while her husband remained in Washington. Mrs. Weinberger, who writes children's books and runs a small publishing company, has shunned the Washington political and social circuit that her husband relishes, and tried to persuade him to turn down the offer for a second term as defense secretary, according to friends.

"She has always wanted him to leave the job," said one acquaintance.

If Mr. Weinberger remained in office until next March, he would surpass Robert S. McNamara as

the longest-serving U.S. defense secretary.

"I'm surprised he's leaving before passing the mark McNamara made," said one close acquaintance.

"He's never said that was a goal, but he has enough interest in his place in history to have served out" the full second term.

In Monterey, Fred S. Hoffman, a Pentagon spokesman, said "no comment" when asked about Mr. Weinberger's resignation. When reports of Mr. Weinberger's potential resignation surfaced two weeks ago, Mr. Hoffman immediately denied the reports, calling news organizations to refute a CBS News broadcast even before it was made.

Political commentators said that this appeared to reflect concerns among ethnic Chinese voters that alliance with Mr. Mahathir's United Malays National Organization was not in their interest.

Although Mr. Mahathir's ruling National Front coalition was returned to power in the elections with more than a two-thirds majority in the lower house, one of the parties in the coalition, the Malaysian Chinese Association, lost ground while high school sports integration.

Enrollment in South African public schools is strictly segregated by race, and Mr. Botha's government has made it clear that it has no intention of changing that policy.

■ Tutu Calls For Release

Archbishop Desmond M. Tutu

denounced on Tuesday the detention of the Reverend Stanley Mogoba, president of the South African Institute of Race Relations and president-elect of the Methodist Church, and demanded his immediate release, United Press International reported from Johannesburg.

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The arrest of Mr. Lin is also being interpreted as an expression of Mr. Mahathir's frustration over the leading role Mr. Lin had been taking in blocking the awarding of a construction contract for a major north-south highway that the government sought to give to a company partly owned by his party.

Most of all, however, the Democratic Action Party, which is multi-racial in composition in a political system where most parties are based on a single ethnic group, had been held responsible for fanning a dispute on the future of Chinese-language schools.

■ Time Bomb Is Found At Manila Summit Site

MANILA — A time-bomb made up of 83 sticks of dynamite was found Tuesday in a building where Southeast Asian leaders are to hold a summit meeting next month.

The bomb was discovered hours before the Philippines' foreign secretary, Raul Manglapus, was due to fly to neighboring capitals to convince other members of the Southeast Asian Nations that troubled Manila could assure the safety of summit guests.

Political analysts said the device might have been placed deliberately to embarrass President Corazon C. Aquino, who has repeatedly declared that she sees no reason to abandon plans for the summit meeting, scheduled to be the third to be held by the Southeast Asian association in its 20-year history.

Lieutenant Arsenio Pinacate of the Philippine constabulary's Capital Command told reporters that 83 sticks of dynamite, each seven inches (17 centimeters) long, had been recovered in a three-hour operation by police and army bomb disposal experts.

The leaders of all six Southeast Asian member countries — Brunei, Indonesia, Malaysia, the Philippines, Singapore and Thailand — are expected to attend the summit meeting Dec. 14-16.

■ INTIMACY: More People Seeking Emotional Bonds

(Continued from Page 1) unavailability, they may be married to someone else, or addicted to drugs or work.

Judith Ladner, a therapist in Roslyn, New York, said: "There are many couples in which both partners fear intimacy so that even though they may consciously yearn for closeness, when they achieve a measure of that closeness, one or the other will create distance until the distance itself triggers a new move toward one another."

Some researchers question the assumption that men have less need for intimacy than do women. New data show that emotional intimacy is of nearly equal importance to both sexes but that there is a telling discrepancy in the place of intimacy in the emotional lives of men and women. The study, based in part on a national survey, is reported by Dan P. McAdams, a psychologist at Loyola University of Chicago, in the *Journal of Personality and Social Psychology*.

For women, emotional intimacy tends to lead directly to happiness with roles such as wife and mother. For men, a sense of closeness is not as strongly related to satisfaction with personal relationships as it is to their sense of certainty about the world. Such intimacy seems to provide men with an emotional springboard of confidence and resilience that allows achievements.

"Men who value and have intimacy more feel a secure emotional base in life," Dr. McAdams said. "They report less stress and strain in life, and are more confident about the future. Troubles at work, for instance, don't upset them as much as they do other men."

Studies suggest that men who value intimacy tend to have happier marriages. Men who had a high need for intimacy at age 30, whether they were married or single, had the happiest and most stable marriages 17 years later, according to a study by Dr. McAdams and George Vaillant, a psychiatrist at Dartmouth Medical School.

■ Italy Kidnappers Soap for a Monk

SASSARI, Sardinia — The wife of a wealthy Sardinian farmer, who had been kidnapped by bandits in July, has been released after a Frenchman, a monk, traded places with her.

They said that Piero Demontes Cordon, who was kidnapped on Oct. 21, Alexander Solzhenitsyn, the Soviet propagandist, had been released.

At a press conference here yesterday, Mr. Solzhenitsyn made a speech in Italian, his native language.

Mr. Solzhenitsyn, a monk of the Orthodox Church, was kidnapped by bandits in July, and his wife, John Gottman of the University of Washington, was held captive.

Women tend to share their feelings much more readily than do men, and such self-disclosure gives them a satisfying sense of intimacy. For many women, however, sharing enjoyable activities rather than talking over feelings gives a sense of closeness.

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OPINION

INTERNATIONAL Herald Tribune

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Gorbachev: Pragmatism

In Beijing, Deng Xiaoping quietly passes power to the next generation to continue a new and pragmatic economic course. He won the battles to do so over the last decade. In Moscow, Mikhail Gorbachev struggles to follow a similar path. His speech to commemorate the Bolshevik Revolution was littered with the historical warfare of 70 years that still resonates in the Kremlin.

The ceremony in Beijing may be of more lasting significance, but the speech in Moscow holds more immediate importance. It opens a window into the mind and circumstances of the man who leads the second most powerful nation in the world and who will come to the United States in December for fateful negotiations.

Two things stand out about his address Monday. He was decidedly the pragmatist, threading his way through past and present land mines. He was less startling in condemning past evils than Nikita Khrushchev in his famous Party Congress speech in 1956. But while Mr. Khrushchev's speech was secret and took years to seep into full view, Mr. Gorbachev's was carried live on Soviet television for almost three hours.

The new Soviet leader disappointed all who expected him to tell the whole truth about Soviet history. That so many had such high hopes shows how far toward openness Mr. Gorbachev has come. The disappointment shows how far he has to go.

His speech also showed just how surrounded he is — by friends and enemies, ghosts and fellow leaders, the party elites and the masses. Lenin, of course, was praised

without qualification for his "swift change of form and method, flexibility, unusual tactical solutions, political audacity . . ."

When Mr. Gorbachev took up the Stalin era, he demanded that his comrades face "the bitter truth" — then hedged. He called Stalin's crimes "enormous and unforgivable" but reduced the millions who died in the purges and collectivization to "many thousands." It is tempting to see a compromise between Boris Yeltsin, the Moscow party leader who presses for faster change, and Yegor Ligachev, the second in command who resists blackening of the party's record.

Mr. Gorbachev saved real favor for his reforms. Some critics, he said, are too timid, and "prefer to keep kicking off the slip-ups" rather than seeking solutions. Others are "overly zealous and impatient." Reflecting the dilemma of a man who must at once exhort his people to greater activism and reassure them on food prices and job stability, Mr. Gorbachev urged the curious combination of "revolutionary restraint."

There is an important message in this for the West, as the Reagan administration prepares for the Soviet leader's visit to Washington. Mr. Gorbachev is sufficiently confident of his personal power that he goes directly to the Russian people. But he is sufficiently wary of support for his policies to tread carefully. Once again, this should warn the West against the unrealistic expectations. Mr. Gorbachev is bound by his own history, culture and political system. As a pragmatist, he never forgets that The West shouldn't either.

— THE NEW YORK TIMES.

Deng: Great Experiment

Characteristically, Deng Xiaoping, the octogenarian leader of China's latest and most promising phase of modernization, made astute political use of his retirement. He dragged out with him almost half the members of the Communist Party's Central Committee and Politburo, most of them, like him, the heroes of the old guard, but most of them, unlike him, footdraggers on reform. He arranged to retain, for now, anyway, chairmanship of the party commission that oversees the military. And his protege, Prime Minister Zhao Ziyang, takes over as party leader.

Not only has Mr. Deng survived revolution, war, purge and privation, he has had the wit to see that China had to start matching the material standards and competition of the industrialized democracies and that it could do so only by embracing, selectively, their ways. Nine years ago he instituted a program of change that in its conceptual boldness and achievement surpasses anything the cautious Soviets even now are contemplating.

Westerners note, with pride and a bit of smugness, that the Chinese are unbinding

their economy from the rigidities of central planning and adopting certain aspects of a free market. The Chinese insist, however, that they are building a "primary state of socialism" in which escape from lingering "semifeudal" and "semicolonial" conditions and the clutches of the bureaucracy will take until the middle of the next century. Thus, though reform is hailed as China's liberation, it is to proceed at a very gradual pace — a pace slow enough for the Communist Party, even while it loosens its grip at the local level on some activities, to retain monopoly control at the top. Or so it intends, anyway.

Mr. Deng realized that Mao's Cultural Revolution was strangling China as well as brutalizing its people and that reform could advance only when China had entry to the world economy and no longer was in a state of international siege. This dictated a foreign policy of general accommodation, especially with the West. It gives the United States a huge stake in the success of the great multi-decide experiment that Mr. Deng is bequeathing, he hopes, to friendly heirs.

— THE WASHINGTON POST.

Don't Slam Shut the Door

The U.S. Congress passed the Immigration Reform and Control Act last year to make it harder for new illegal aliens to stay in the country — and easier for old ones. The act provided amnesty for aliens who had been in the United States since at least 1982. But they were given only 12 months to apply, and even that time has been constricted. Fairness alone would impel Congress to keep the legalization door open an additional year, to May 4, 1989.

The first goal was to deter illegal immigrants by forbidding employers to hire them. Early evidence indicates that this goal is being met. The second goal was to bring out of the shadows hundreds of thousands of aliens who have lived in the country illegally, and furiously, for years. This goal has been less well met.

Many of the eligible aliens need more time to apply. The Immigration and Naturalization Service did not start taking applications until May 5. So far, across the nation, less than a million "illegal" have applied for legalized status. INS legalization offices are operating at 50 percent capacity in the West and only 20 percent in the East. If these rates continue, the program will legalize far fewer aliens than anticipated. Also, the approval process has been painfully slow. Only 75,000 amnesty

requests have been granted. The most effective way to spur applications is to decide cases and let beneficiaries spread the word.

It comes as no surprise that the Immigration Service is still ironing the wrinkles out of this massive effort. There have been computer problems. National and regional information campaigns take time to develop. Outreach and networking have been inadequate: It takes vast effort to penetrate thousands of alien enclaves. In addition, clarification is needed for regulations about length of continuous residence, proof of employment and policies regarding the protection of family members.

Aliens, some daunted by language, have hung back. Some do not understand the new law. Some fear, incorrectly, that even if one member of a family is eligible for amnesty, a spouse, parent or children could be deported based on information on the application form. There must be time for accurate information to be disseminated and digested, and for understanding and trust to develop. The Immigration Service is, after all, the agency that deports people.

The Immigration Service has worked hard to make the amnesty program work. By extending legalization to May 4, 1989, Congress would ensure that it does.

— THE NEW YORK TIMES.

Other Comment

Do Russians Want Change?

Mr. Gorbachev's listeners in the Supreme Soviet who would applaud such a course.

— The Guardian (London).

The Peril of a House Divided

Last Thursday, Attorney General Edwin Meese seized control of the U.S. presidency, jerked it hard to the right, and won Judge Douglas Ginsburg's nomination to the Supreme Court. A few days earlier, Chief of Staff Howard Baker and Secretary of the Treasury James Baker had captured the White House and nudged it slightly to the center, when moderates got Ronald Reagan to say he was willing to negotiate a tax increase with Congress. But the times are too perilous to allow the luxury of ideological holy wars. Resolution of the critical issues of the day — the economy, the Gulf, arms control — demand a unified, rational White House working in concert with Congress. Unfortunately there would be many among

— The Los Angeles Times.

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As America Stumbles, Japan Is Ready to Run

By Kenichi Ohmae

This is the first of two articles.

OKYO — Let's be blunt. Americans have mismanaged not only their economy but the world's. And many of us in Japan feel it is about time we stopped doing their bidding.

The United States has been calling the shots and sending conflicting economic signals for a decade. It has expected the rest of the world, especially Japan and West Germany, to eliminate America's inability to come to grips with its own problems.

Now, as its problems are becoming critical, America wants Japan to come to the rescue to carry a heavy share of its burden. There may be some good reasons for that — and we Japanese have tried to comply — but Americans cannot expect to continue to exercise sole leadership.

The era of American hegemony has to end. We Japanese, along with a few European countries, have the right, and the obligation, to share leadership with the United States. We must assert more control of our own affairs and begin to deal with our problems in a way that is right for the world, not just America or Japan.

The Asahi Shimbun, Japan's big-circulation newspaper, recently carried a cartoon in which Big Brother, the United States, summons a Japanese official to do something. And the government acts promptly. This is rooted in the styles of Japanese culture and political system. As a pragmatist, he never forgets that The West shouldn't either.

— THE NEW YORK TIMES.

Takeshita's Adroitness Should Help

By Jiro Tokuyama

OKYO — In helping choose Noboru Takeshita as the next president of the Liberal Democratic Party, and hence as Japan's next leader, the outgoing prime minister, Yasuhiro Nakasone, was seeking above all to preserve party unity.

Mr. Takeshita and the other candidates for the party presidency — former Foreign Minister Shinzo Abe and Finance Minister Kiichi Miyazawa — have similar approaches to dealing with the urgent issues facing Japan, including economic friction with the United States, tax reform and land prices. The party would be the party could avoid discord and close ranks to carry out the policies.

Mr. Nakasone realized that the influence of Mr. Takeshita, who heads the party's largest faction, with 114 members in the Diet, could not be ignored. Since Mr. Takeshita is a old friend of Mr. Abe's and has the support of Toshiro Komoto, another faction leader, his appointment as party president would ensure stability. And Mr. Takeshita, known for his prudence, could be expected not to do anything to alienate Mr. Miyazawa.

Still, doubts remained. The first concerned Mr. Takeshita's cautious political style. He likes to draft a scenario, let others have their say and, after watching the trend, reach a solution that enables all to save face. This has proved an effective method.

While deficit hysteria comes in a variety of forms, the standard refrain is that the "twin towers" are distorting the U.S. economy, pushing down the dollar's value, raising interest rates, saddling future generations with debt and threatening the country and the world with severe recession. The cure, it is said, is to cut the budget deficit by \$23 billion, to at least send a signal that "someone is minding the store."

His supporters disagree. A coordinator like Mr. Takeshita, they say, is exactly what Japan needs. The prime minister is faced today with the difficult task of balancing the vested interests in the country. At the same time he must have the toughness, as Mr. Nakasone did, to oppose the vested interests when it is for the greatest good of the nation.

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Currently, U.S. gross federal debt — not counting government assets — amounts to 54 percent of GNP, compared with 96 percent in 1950, when the country was emerging from World War II. While the 1950 debt burden may have hindered growth, it has never been foreign minister.

As finance minister, however, he gained international experience at summit meetings and meetings of the Group of Five industrialized nations. Moreover, domestic and foreign policy issues have become increasingly intertwined in recent years.

And such external problems as agriculture and the removal of non-tariff trade barriers involve vested interests that may not be dealt with at home. Mr. Takeshita's adroitness in domestic affairs will be helpful.

And in doing so, Mr. Takeshita, like Mr. Nakasone, will emphasize Japan's role as a member of the free world and its ties to the United States. Mr. Takeshita probably will visit Washington soon. He is to attend the summit meeting of the Association of Southeast Asian Nations next month in Manila and to visit Seoul early next year. He will place high priority on improving relations with China.

How closely will Mr. Takeshita be influenced by Mr. Nakasone?

During a meeting Oct. 15 with the prime minister, Mr. Takeshita said cryptically, "I have my own views regarding foreign policy, but I will listen carefully to your opinions."

The writer is senior adviser to the Mitsui Research Institute and a former dean of the Nomura School of Advanced Management. He contributed this to the International Herald Tribune.

There they ask Uncle Sam to tell the Japanese government to reduce taxes in Japan, lower real-estate prices, change the education system and eliminate pollution. The joke — all too true — is that the Tokyo government listens to the United States more than to its own citizens.

These cartoon captures some of the bearing style of hegemony. This style must change to reflect the growth of its "allies," such as Japan, and the changed attitudes and priorities of its "enemies," such as the Soviet Union.

This American conventional wisdom, coming perhaps from the military practice of dividing everyone into allies and enemies, is becoming obsolete. Even as the Soviet threat seems to diminish, America is beginning using such expressions as "high-tech enemy" to describe Japan or speaking of a "trade war" with Japan.

These cartoon captures some of the feelings of Japanese today. They are frustrated with their government's inability to change the status quo, even in ways that ultimately would benefit the United States. We must assert more control of our own affairs and begin to deal with our problems in a way that is right for the world, not just America or Japan.

Here are only a few illustrations of what has been going wrong:

• In the early 1970s, there was heated debate about color televisions. Quotas and tariffs on color TVs forced most Japanese companies to produce in the United States to overcome trade restrictions. Meanwhile, most U.S. manufacturers left their country to produce in Mexico or Asia.

• For 20 years after the war, Japan had trade deficits with the United States. It worked hard to increase its exports, despite the odds against such a small country ever being able to

compete with such a smart giant. And now the United States is frustrated with its own huge trade deficits.

The United States explains the imbalance by saying Japanese markets are closed to the Americans. So the Tokyo government has devised a series of "action plans" to rework tariffs and other trade restrictions. Today Japan's trade practices are among the most liberal in the world.

So the U.S. argument changed to focus on non-tariff barriers, claiming that the long chain of distribution and trade practices made it difficult for Americans to succeed.

But what about IBM, with \$6 billion in sales in Japan? What about Coca-Cola, with a 70 percent share of the Japanese soft-drink market? Well, they say, they are exceptions. They are no longer American companies. They are multinationals.

It so happens that these "multinationals" have come to Japan to produce and sell some \$44 billion worth of goods to the Japanese that the United States does not count as U.S. exports to Japan. That is the reason for the imbalance — not the access, not the fairness.

The writer is the managing director of the Tokyo office of McKinsey & Co., a New York-based management consulting firm, and author of "Beyond National Borders." He contributed this comment to The Washington Post.

For Ortega, A Moment Of Truth

By Tom Wicker

NEW YORK — During his quick

visit to Havana and Moscow, President Daniel Ortega Saavedra of Nicaragua has a decision to make that shouldn't be hard. Either he returns to Managua this week ready to negotiate a cease-fire with the Sandinistas.

His Soviet hosts, who profess to support the Arias plan, might help persuade him if they increased their economic aid — particularly the minimum of 365,000 barrels of oil that Nicaragua needs for the rest of the year. In 1986, Soviet oil deliveries totaled 4.6 million barrels; so far this year, only about 3 million barrels have been delivered or promised.

In Washington, President Ronald Reagan is doing his part, no doubt reluctantly. His administration is delaying its planned request for military aid to the contras until January, when the peace plan is supposed to go fully into effect. If it does, either the military aid request won't be made at all, or Congress surely would reject it.

The delay appears to have resulted partly from White House doubts that Congress would approve more military aid while the fate of the peace plan is pending; and from insistence by President Oscar Arias Sanchez of Costa Rica and other Latin leaders that renewed military supplies for the contras would sink the peace accord and renew the war in Nicaragua.

To this point, however, neither Mr. Arias nor Nicaragua's National Reconciliation Commission — established as required by the peace plan — consider Mr. Ortega's Sandinista government to have done enough to satisfy that plan's requirements. Last week, Mr. Arias publicly criticized Mr. Ortega for his unwillingness to negotiate a cease-fire with the contras.

Without such a cease-fire, he pointed out, Honduras would be unable to keep its commitment under the accords to deny use of its territory to the contras. But if a cease-fire were negotiated and an amnesty declared, the Honduran government could demand that the contras lay down their arms and leave Honduras.

The day after Mr. Arias spoke out, however, the Sandinistas declared that they would "never, at any time or in any place, be any direct or indirect political dialogue with the counter-revolutionary leadership."

The peace accords, in fact, do not call for "direct or indirect political dialogue" or for talks that would "involve the contras' future role, if any, in Nicaraguan political life, or for a new form of government. All that's required by the Arias plan is negotiation of a cease-fire, a far less comprehensive undertaking.

OPINION

The New Crop of Journalists Is Eager, Open and Realistic

By Flora Lewis

By Tom Wicker

IN

NEW

YORK

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DUTY FREE SPIRITS

THE origins of today's booming duty free trade can be traced back to the liquor concessions made to sailors in international waters hundreds of years ago. Much later, a naval commander, Alan Villiers,

was heard to say, "Only fools and passengers drink at sea." Today's passengers — whether traveling by land, sea or air — still consume a great deal.

The choice of drinks is dazzling and the gondolas of the duty free shops are laden with

all types and brands from which to choose. Here is a brief guide to what to look for as you travel around the world.

Whisky has a particular attraction for the duty free shopper with the choice of blended



or single malts providing a variety of tastes to suit every preference. A name well known and developing strong duty free sales is William Lawson's from the little town of Banff in Scotland. Here they have their own distillery, the MacDuff, which produces much of the malt whisky used for blending. More particularly, it produces the distinctive Glen Deveron single malt, which is exported around the world. Named after the nearby stream that provides the water for the distillery it is matured to both 5 years and 12 years to give its smooth, distinctive taste. These popular malts now hold the number two sales position.

Lawson's Finest Blend Scotch Whisky is another firm favorite with scotch drinkers, particularly in Europe, and contributes significantly to some 7.5 million bottles bearing the William Lawson's name that are sold worldwide.

One of the most unusual single malts to try is Isle of Jura. Its distinctive waisted bottle contains a 10-year-old whisky of remarkable character: an island malt with a highland flavor. Isle of Jura is the only malt whisky that bears the name of its place of origin.

The House of Camus, noted for its fine quality cognacs and Chabot armagnacs, is unique in that its brands have been predominantly built and established in the duty free world.

Today Camus offers a range of distinctive cognacs to de-

light the most critical connoisseur. At the top of the range and launched early in 1987 is Camus Extra. In its slender, decanter style bottle with its distinctive red and black box, this is truly the king of cognacs. That being so, the queen must then be Camus XO with its fine Baccarat bottle, the best of all XO qual-

ties available. The main seller though, by far, is the popular Camus Napoleon in a gold and red box.

Gift appeal is a big feature of the Camus range so note their porcelain 'book' presentations and the Baccarat 2000 decanter too if you want to flatter a friend — or yourself.

Armagnac, that distinctive drink still only known and appreciated by truly knowledgeable drinkers, is well represented in duty free by Chabot Extra. Its unusual, eight-sided bottle, based on a traditional flask design, will enhance any drinks cupboard.

The steady growth of white

spirits has meant burgeoning sales for vodka. In second from pole position and trying harder every day is Finlandia, vodka of Finland, in its highly individual 'cracked ice' bottle.

At the Tax Free World Exhibition the new 40 oz. (1.14 liter) bottle is being launched

via

the Adriatic coast of Yugoslavia.

For a cool, clean drink there is nothing to match this delightful, ice clear liquor.

Britain's noted Beefeater

Gin, produced in the heart of London, has brought its owners, James Burrough, the Queen's Award for Export Achievement five times. The only gin to achieve this distinction, it is sold in over 170 countries around the world, and long ago passed the ultimate test of the American martini to make its big

mark in the U.S. and Canada.

For the international traveler this very individual gin can be found in virtually every duty free outlet.

For those people passing

through Gatwick airport there

is an attractive promotion go-

ing on there that is well worth

the £24.95 being asked. A spe-

cially produced 2 liter bottle of

Beefeater Gin is presented,

wrapped in a high quality

towel and placed in a tough

nylon sports bag.

For a really different ver-

sion of a well tried drink, an

unusual vodka from Germany

is well worth trying. The fam-

ily Gorbatchov, fleeing Russia

after the October Revolution,

established its distillery in

1921 to supply its own brand

of vodka for the Russian colo-

ny that had settled in Berlin.

Now produced by Henkell & Sohnlein of Wiesbaden, it still uses the same special and jealously guarded recipe.

The bottle's unusual top is reminiscent of the domes of the buildings around Moscow's Red Square. Try drinking this vodka ice cold by itself or on any occasion with any food. Its clean, aroma free taste will refresh the most jaded palate.

Aimed specifically at interna-

tional travelers and duty

free shoppers are promotions

by leading Scotch whisky pro-

ducers Ballantine's. Noted for

their fine quality blended

whiskies, this company has al-

ways been active in developing

the duty free business for

its products. Visitors to Scan-

dinavia will find in Norway

that Ballantine's is 'Brand of

the Month' in duty free in No

vember and this will be

followed by a promotion of

their aged qualities in Decem-

ber. Two leading airports will

also feature special Ballan-

tine's bars.

If you happen to be in Bra-

zil look out for the special

carrying case holding six 1 li-

ter bottles of Ballantine's

12 years old and on sale at all

duty free outlets. This case

matches the stylish brown and

gold livery of the 12 years

old's carton.

For business travelers ev-

erywhere Ballantine's is mak-

ing a bargain offer of savings

up to £12 on their detailed

Planner. Advantage can be

taken of this over 20 percent

saving at Europe's ten leading

airports until April 1988. Bal-

antine's Scotch Whisky bot-

les will carry a leaflet giving

full details and savings vary-

ing from £6 to £12 depending

on whether you buy the

12 years or 17 years old

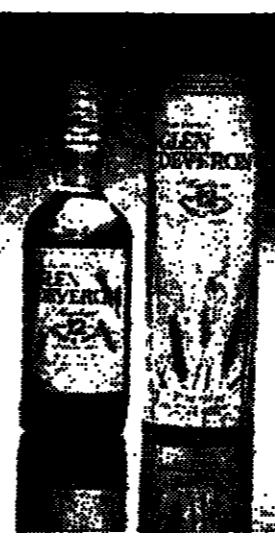
blends. The leather bound

Business Planner contains sec-

tions carrying dates, notes,

general and travel information

and a calculator.



and will soon be available to travelers.

Finlandia, exported to over 70 countries in the world, can be found on the world's leading airlines such as British Airways, Finnair, El Al, TAP, Wardair. Recent listings include Air Canada, Sydney airport and the majority of US-Canada border shops as well as

London's Heathrow airport, the most popular airport in the world, and the most popular in Europe. The leather bound Business Planner contains sections carrying dates, notes, general and travel information and a calculator.



Philips, always ready for daily business.



The Philips Pocket Memo is probably today's simplest and most convenient means to increase your working efficiency. As well as being a very handy way to save time and ideas. After all, you speak seven times faster than you write.

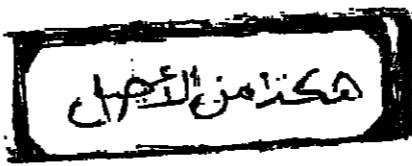
A Philips Pocket Memo will improve your secretary's efficiency too, with useful features like Visual or Electronic Index Systems for instant identification of urgent messages. Philips Pocket Memos are part of a complete system that makes your working day much easier. And keeps you ready for business, wherever you are. Philips. The sure sign of innovation.



PHILIPS

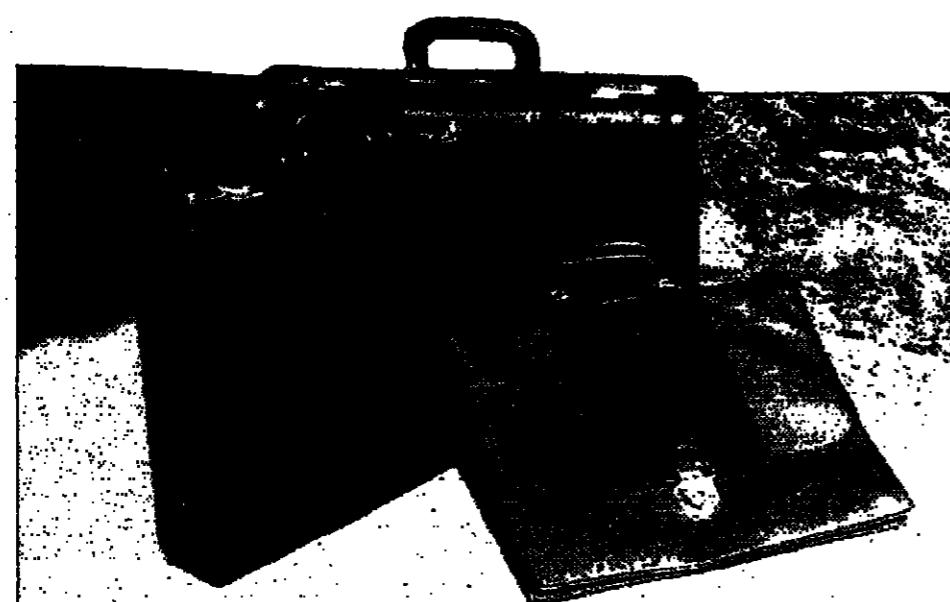
Products shown may vary, and may not be available in every country. Philips Corporate Marketing Communications, Eindhoven, the Netherlands

The flavour of an island in a single malt.



ADVERTISING SECTION

ADVERTISING SECTION



GOLDEN ARROW ON TARGET

produced by Henkell & C. of Wiesbaden, it still has the same special and jealously guarded recipe. The brand's unusual top is a picture of the dome of buildings around Moscow's Red Square. Try drinking this vodka ice cold by itself or on any occasion with food. It's clean, aromatic, and will refresh the most jaded palate.

Designed specifically at international travelers and duty free shoppers are promotional leading Scotch whisky products Ballantine's. Note a blend of fine quality blends and whiskies, this company has always been active in developing the duty free business in its products. Visitors to Scandanavia will find in Norway that Ballantine's is 'Brand of the Month' in duty free in November and this will be followed by a promotion of their aged qualities in December. Two leading airports will also feature special Ballantine's bars.

If you happen to be in Berlin, look out for the special carrying case holding six bottles of Ballantine's 12 years old and on sale at duty free outlets. This matches the stylish brown and gold livery of the 12 years old's carton.

For business travelers everywhere Ballantine's is making a bargain offer of swing up to £12 on their travel Planner. Advantage can be taken of this over 20 per cent saving at Europe's ten leading airports until April 1988. Ballantine's Scotch Whisky will carry a leather case, full details and savings ranging from £6 to £11 depending on whether you buy a 12 years or 17 years old blend. The leather book 'Business Planner' contains maps, carrying cases, and general and travel information and a calculator.

Its products are available in virtually all major airports and expansion continues.

This up-to-the-minute company, based in Offenbach, was expanding and international business represented 20 percent of its turnover. Today Goldfield has its own boutiques in cities such as Miami, Mexico City, Tokyo, Singapore, Hong Kong, Melbourne, Sydney and London.

able for the duty free shopper, however, are the Caracciola and Sport Collections. Caracciola has a ruggedly casual character inspired by the legendary German driving ace. A natural shrinking process results in leathers with a grained effect and subtle nuances of color. Sport epitomizes sporting elegance in the English style. Colors are a distinctive burgundy, mellow scotch or rich espresso and classic black.

The contrasts can be seen in the modern Image and Executive Lines. Especially sur-

COINTREAU LAUNCH TAX FREE TRADERS



Peter Brandom.

tive is optimum brand performance."

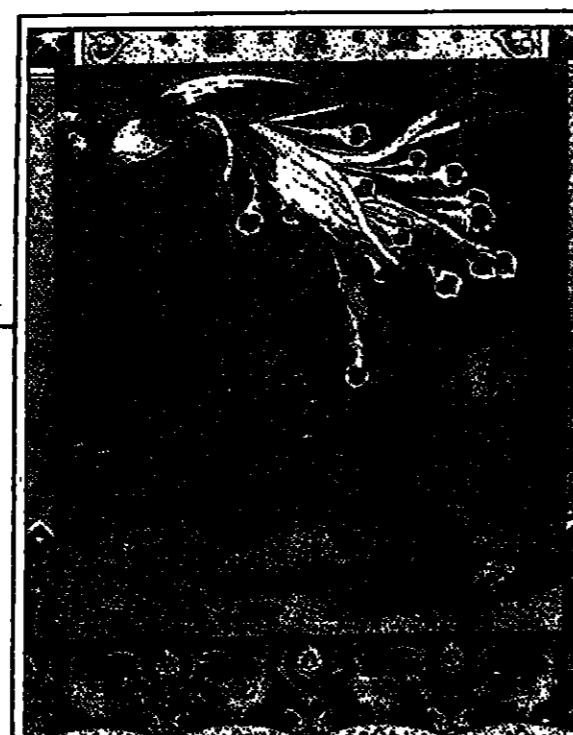
While several existing trading companies are to be found in the tax and duty free markets, most of them act as agents for some brands and wholesalers for others as well as being active in the retail area. Hubert Miller, managing director of Cointreau, comments: "We believe that this diversity of operation has a built-in bias that can conflict with optimum brand performance. Topline will concentrate solely on marketing the brands of our principals."

line will have the full benefit of their experience and contacts in all branches of the duty free trade allied to their considerable marketing expertise. No competitive brands will be held in the portfolio. "Topline's independence," says Peter Brandom, marketing coordinator, "will be a major benefit and our objec-

TRAVELING LIGHT

PHILIPS certainly has the needs of travelers in mind. Look at their Ladyshaver range for instance. With a convenient travel pouch they come packed in a distinctive black and white box and make an ideal gift. Other Ladyshaver models offer deluxe cord and battery operated versions.

The Philips Cosmetic Series pamper the travel weary body with its eight additional attachments. Freed of the need for cords or batteries, the Philips Combi gas powered hair curler and styling brush is ready to use in a minute and perfectly safe to handle.



The flavour of an island in a single malt.



Legends from Russia

ONLY VODKA FROM RUSSIA IS GENUINE RUSSIAN VODKA



THE WORLD OF DUTY FREE Shopping

Oasis in the Gulf

URNOVER this year is expected to exceed \$45 million, an increase of more than 125 percent over the first full year of operation in 1986. This may not put Dubai at the top of the big league tax free operators but it is the way in which the targets have been achieved — the outlets themselves, presentation, picked staff and some of the lowest prices in the world — that has had an impact on other tax free operations.

Dubai Airport is an oasis among tax free shops. "Above all we have tried to make it a pleasant place for the air traveler to browse — and spend his or her, money," says general manager Colin McLoughlin who is sometimes critical of the hurly-burly and so-called cheaper prices at some tax free operations.

Dubai itself, which is one of the United Arab Emirates, is virtually a tax free city as practically no duty is levied on imports, which are the basis of its entrepot trade up and down the Gulf. Against only 4 percent duty, McLoughlin has had to make his prices competitive with the local market where traditional haggling, particularly in the gold souk, is still common.

Gold is the top selling item, representing 19 percent of turnover followed by liquor and cigarettes accounting for a combined 24 percent. These are followed by perfumes, electronics and confectionery.

Dubai's rapid takeoff in the tax free world (it has three major awards behind it and McLoughlin, a winner himself last year, is one of the judges this year) came about by a

chance transit stop in Shannon by an Arab.

Mr. Mohi-din Binhendi, director general of Dubai's Department of Civil Aviation, was so impressed by what he saw that he contacted Aer Rianta to do for Dubai what they had done in Shannon. McLoughlin and two of his existing senior staff, John Surcliffe and George Horan, known as the "Irish Trinity," were part of that original team.

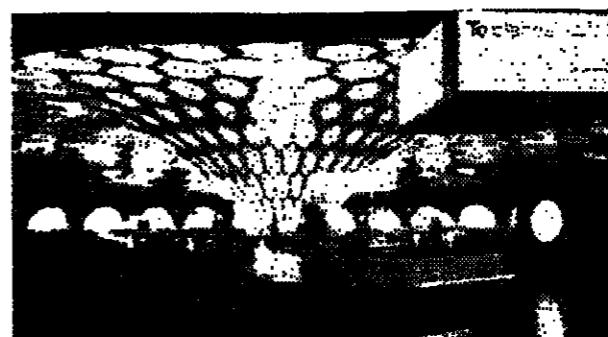
With a staff of 300 they look after 26 shopping outlets



Mohammed A. Mounib, on the airside and three on the landside, including a newly opened arrivals duty-free shop. Other developments include a cigar room in the liquor shop and a converted ladies fashion shop selling accessories.

Concentrating on value and service are top priorities in Dubai's strategic duty free policy. Says John Surcliffe, deputy general manager: "By far the most serious problem facing the industry worldwide now is the image it has, particularly over pricing policies. Traditional duty free products — liquor, tobacco and perfumes — now face competitively priced downtown outlets."

"Price is only one of many



Abu Dhabi airport.

considerations. Equally important are choice, well presented displays, shop facilities and, of course, service," says Surcliffe. "Service before profit" is also the aim of Mr. Moham-

med Mounib, operations manager of the Abu Dhabi duty free complex, where turnover in the first half of the year has already reached \$9.7 million. Electronics and cameras have displaced liquor as the best selling product category topped only by tobacco. Because of a wide variety of fragrances being offered in the perfume shops, sales have doubled this year and are expected to reach just under \$3 million by the end of December.

— Lee Voysey



COMTESSE. THE HANDMADE PERFECTION.



FOR THE CONNOISSEUR



FOUNDED in 1758, the House of Berentzen is firmly rooted in the Emsland district of Northern Germany where the distillation of grain spirits enjoys a rich tradition.

The product for which Berentzen is best known today is Appel, Germany's top exported spirit brand, this trend setter was launched in 1976 and immediately created a market of its own.

Drink it straight or try the Berentzen Paradise, a refreshing cocktail created by Gilbert

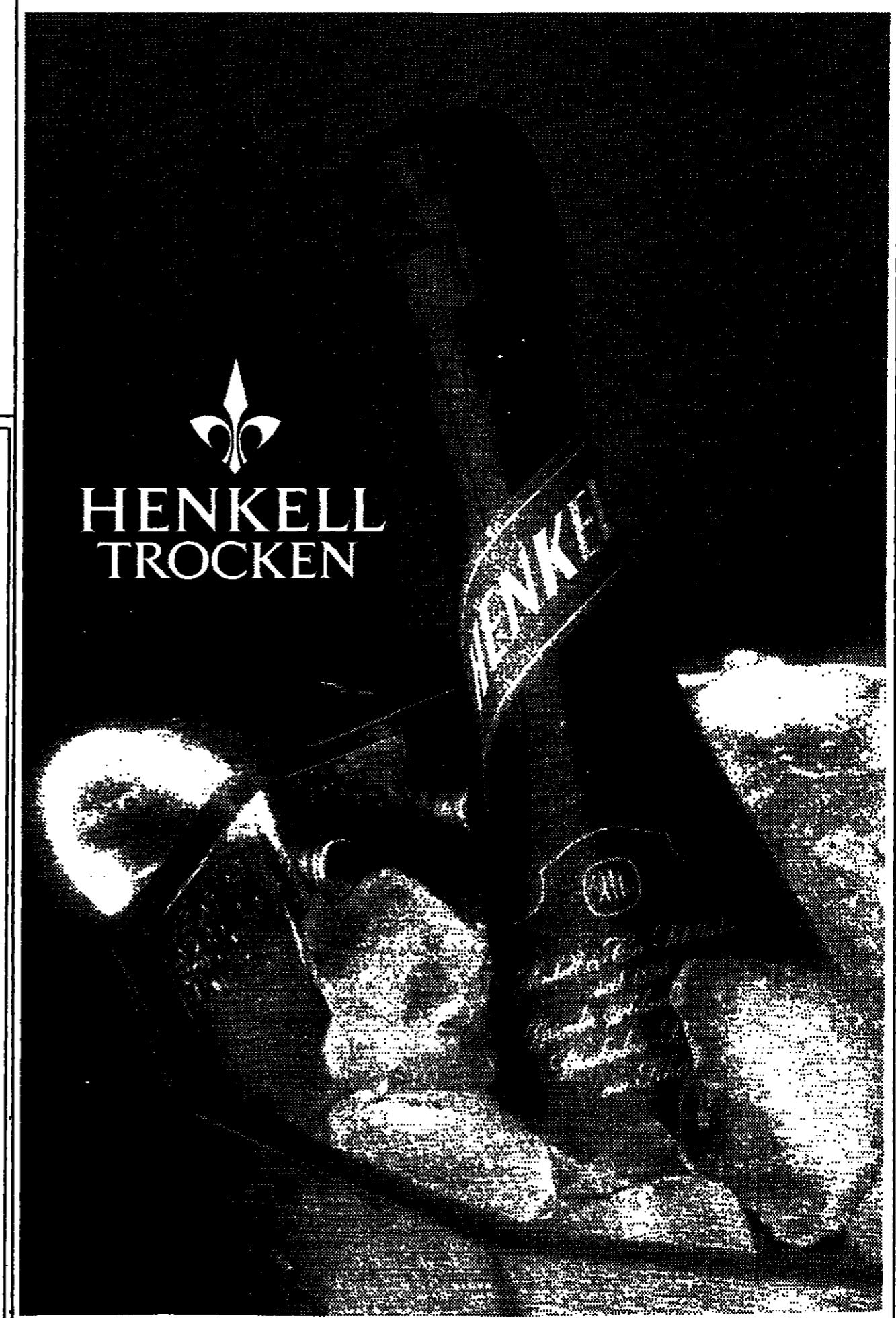
Guille of the Intercontinental Hotel in Geneva, by blending Berentzen Appel with vodka, fresh orange juice and just a little Campari.

THE FIREBIRD

Half the night went by when suddenly the garden was lit up as if by sunshine.

Tsarevich Ivan looked, and he saw the Firebird come flying up and perch in the apple-tree and peck at the golden apple.

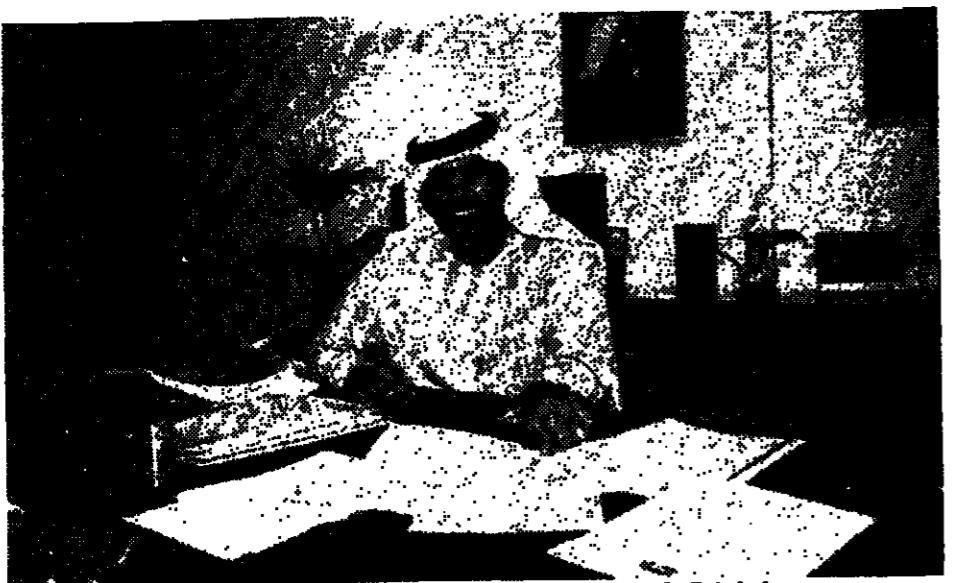
He crept up quietly and caught the bird by the tail.



probably today to increase being a very hand you speak seven

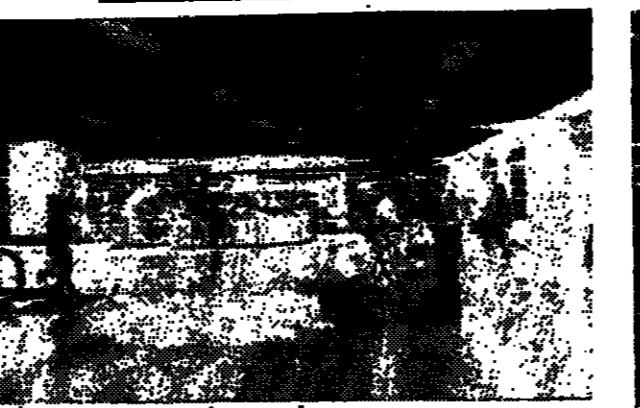
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PHILIPS



Mohi-Din Binheadi, Director General of Dubai's Department of Civil Aviation.

THE WORLD OF DUTY FREE Shopping



Dubai duty free shopping complex.



Gold boutique at Dubai International Airport.

Onshore Haven

LEGEND has it that the Ruler of Dubai, Sheikh Rashid bin Saeed Al Maktoum, out for a picnic one day in the mid 1970s, saw a line of ships on the horizon waiting to unload

their cargoes. "We must build a port — here!" he exclaimed, thrusting his stick into the ground at Jebel Ali. Five years ago the port was ready — but scarcely overused.

The largest man-made har-

bor in the world, it has berths for 67 ships alongside nearly ten miles of wharves on the edge of the Arabian Gulf.

Then in 1985 it was decided to turn the whole 7,500 acre site into a tax free zone, a kind of offshore base within the emirate. Anyone wanting to use the free zone is offered a wide-ranging package of tax incentives and other benefits from cheap electricity to duty-free exemptions on all imported goods and equipment.

Since the change in status to a fully fledged free zone, applications from companies wishing to set up manufacturing, assembly, or simply warehousing and distribution facilities, have been flowing in at a steady rate.

One of Jebel Ali's strengths is its strategic geographical location and its ability to serve a potential market area of more than one billion people.

Comments Ed Butler, recently appointed marketing director: "We have now assigned more than 130 leases covering everything from offices to factory premises. We are really optimistic, especially about the manufacturing side, as we are offering some unique benefits."

Some of the big names which have taken the plunge and moved into Jebel Ali include Arco, Black & Decker, Toyo Menko, McDermott and Union Carbide. There has been so much interest from the textile sector that a temporary "hold" has been put on any further applications.

Butler's view is that, with a

\$2 billion investment in the port and its infrastructure, the FZA has got to get down to business and get things moving. It cannot afford administrative hangups for whatever reason.

One of the principal attractions to foreign operators and joint venture partners is that because Jebel Ali is in effect an "offshore" situation the FZA takes care of all immigration issues and the sponsorship problems which are a peculiarity of doing business in that part of the Arab world.

Also within the industrial area are several capital intensive industries such as the Du-gas processing plant, one of

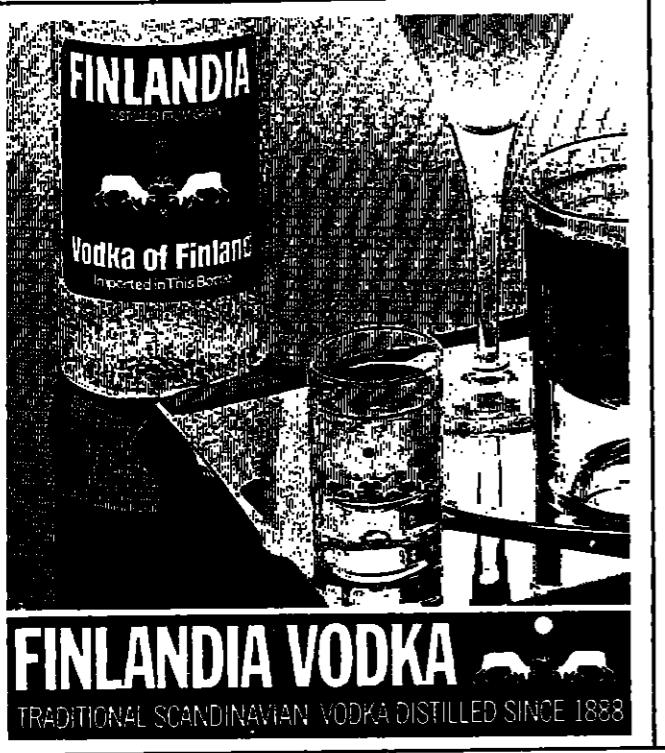
the largest aluminum smelters in the region. Dugas also produces most of Dubai's fresh water from an associated desalination plant.

One of the newest developments is the combination of air-sea duty free cargo from

shipping consumer goods to Jebel Ali and then flying them air cargo for onward regional distribution. This cost effec-

tive solution can cut freight handling times by as much as one third.

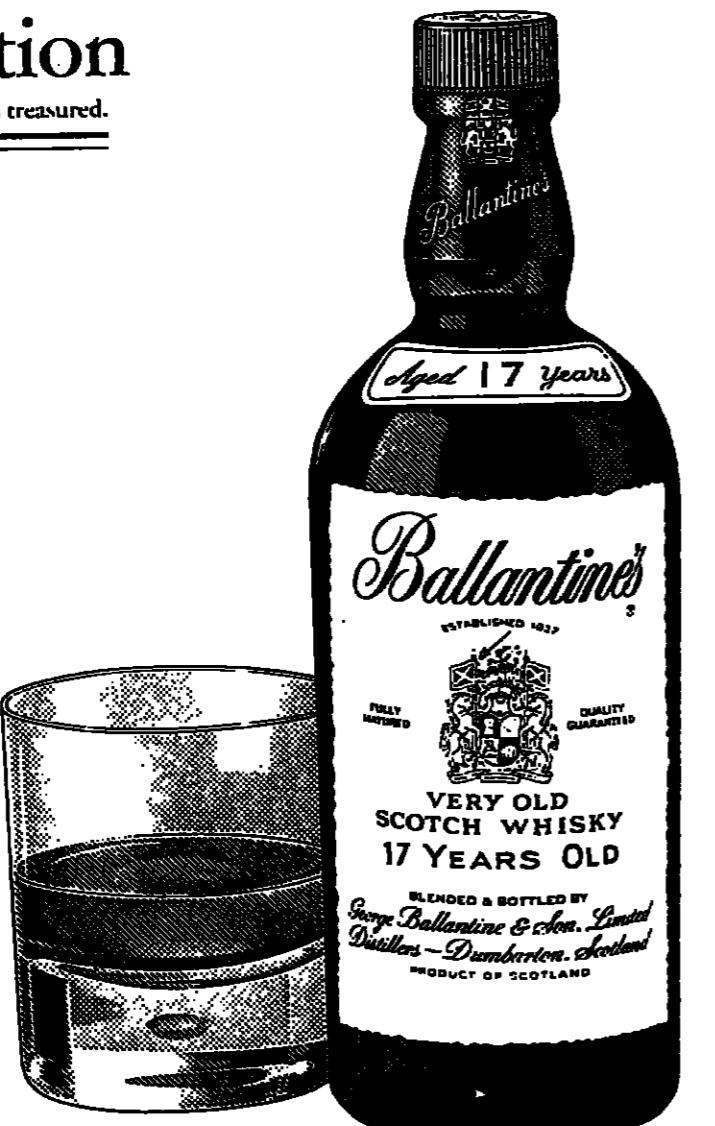
— Lee Voysey

FINLANDIA VODKA
TRADITIONAL SCANDINAVIAN VODKA DISTILLED SINCE 1888

This Advertising Section was written by Peter R. Wenban & Associates.

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25 years with cars

more people are becoming aware of the savings and availability of tax free purchasing.

The manufacturers themselves see duty free as deserving of special separate marketing efforts because — as in the duty free industry in general — the diplomats, expatriates and tourists who buy are becoming a key part of the upmarket branding of their products.

For further information, please write

GERMANY

ACS Automobil & Container Service, P.O.B. 190 105, D-6000 Frankfurt/M.

Auto Becker, Seestraße 130, D-4000 Düsseldorf 1.

BMW-Euler, Woogst. 34-39, D-6000 Frankfurt/M 30.

Metro Trade Wiesbadener Str. 19, 6300 Hanau/Münch

Nasse Export GmbH, Flairer Landstr. 191, D-6000 Frankfurt/Main.

OCM GmbH, Tegelstrasse 8, D-4000 Düsseldorf.

Trans Germany, Seestraße 38, D-6220 Bremen.

SWEDEN

Scania AB, Scania Car Division International & Diplomat Sales, 6-611 81 Nyköping.

Volvo Tomix & Diplomat Sales, S-405 08 Göteborg.

THE NETHERLANDS

Shipside BV, Kruisweg 61, P.O. Box 490, 2130 AK Hoofddorp.

E.A.C. G. Denoolweg 1130A, The Hague 2300.

DENMARK

DNA Motors A.S., 73 Hvidovrevej, DK-2600 Copenhagen.

Cars of Copenhagen, Vodroffvej 55-57, 1900 Copenhagen C.

Bilhuset, Chr. Kjaer Auto Trading and Export Ltd., Grønnebosvej 6, DK-5700 Svendborg.

Scania Tax Free Cars Int'l, Færgesvej 42, Frederikssund/Copenhagen.

Currency

Currency Rates

	U.S.	D.M.	F.F.	U.K.	Sw.
1/100	225.5	1.34	130.00	1.5210	1.20
1/200	450.0	2.68	260.00	3.0420	2.40
1/500	1125.0	6.70	650.00	7.6050	6.00
1/1000	2250.0	13.40	1300.00	15.2100	12.00
1/2000	4500.0	26.80	2600.00	30.4200	24.00
1/5000	11250.0	67.00	13000.00	152.1000	120.00
1/10000	22500.0	134.00	13000.00	1521.0000	1200.00
1/20000	45000.0	268.00	26000.00	3042.0000	2400.00
1/50000	112500.0	670.00	130000.00	15210.0000	12000.00
1/100000	225000.0	1340.00	130000.00	152100.0000	120000.00

Major Dollar Values

Per 1	Currency	Per 5	Max. per 1000	Per 1000
1/100	U.S. dollar, U.S. dollar	1.34	1.5210	1521.00
1/200	U.S. dollar, U.S. dollar	2.68	3.0420	3042.00
1/500	U.S. dollar, U.S. dollar	6.70	7.6050	7605.00
1/1000	U.S. dollar, U.S. dollar	13.40	15.2100	15210.00
1/2000	U.S. dollar, U.S. dollar	26.80	30.4200	30420.00
1/5000	U.S. dollar, U.S. dollar	67.00	76.0500	76050.00
1/10000	U.S. dollar, U.S. dollar	134.00	152.1000	152100.00
1/20000	U.S. dollar, U.S. dollar	268.00	304.2000	304200.00
1/50000	U.S. dollar, U.S. dollar	670.00	760.5000	760500.00
1/100000	U.S. dollar, U.S. dollar	1340.00	1521.0000	1521000.00

Current

U.S. dollar, U.S. dollar

BUSINESS ROUNDUP

VW Says Net Rose 6.5% in 9 Months

Reuters

BONN — Volkswagen AG on Monday reported a 6.5 percent rise in group net profit in the first nine months of 1987, but bankers say the government's plans to sell its 16 percent stake will almost certainly be delayed because of the drop in the stock market.

One analyst in Frankfurt said banks there had planned for a Nov. 9 sell-off. But, he said, "The date has not been officially confirmed or canceled. I presume it will be put off until next year."

At short notice, VW canceled a company presentation for bankers in Frankfurt and Zurich that had been scheduled for Monday.

The presentation was expected to be an unofficial kick-off for the government's sale of its 4.8 million shares, but neither the company, nor Dresdner Bank, the host of the West German presentation, had linked it to the privatization.

Since the stock market plunge, the automaker's shares have lost more than a quarter of their value, falling to 268.10 Deutsche marks (about \$155) at Friday's close in Frankfurt from 366 DM on Oct. 16.

Stephen Reitmann, European motor analyst with UBS-Phillips & Drew in London, said, "It would be politically sensitive if the government were to sell at 270 marks."

The government's original intention was to sell its share this year,

but the sell-off was provisionally put off until 1988 after disclosure in March of a 473 million DM loss through fraud at VW's foreign-exchange department.

However, Finance Minister Gerhard Stoltenberg said in September, before the stock prices fell, that the sale would probably go ahead this year after all because the situation at VW had stabilized.

VW's group net profit rose to 393 million DM in the first nine months from 369 million a year earlier, while parent company net rose 6 percent to 365 million DM from 344 million.

Group revenue rose 2.6 percent

Mitsubishi Reports Net Rose 4.3% in First Half

Agency France-Press

TOKYO — Mitsubishi Motors Corp. has reported that unconsolidated net profit in the first half of fiscal 1987 rose 4.3 percent to 5.54 billion yen (\$40.44 million).

Mitsubishi, which is affiliated with Chrysler Corp. of the United States, said Monday that unconsolidated sales in the first half totaled 824.11 billion yen, up 4.4 percent from a year earlier. Pretax profit rose 9.6 percent to 10.60 billion yen. Exports increased to 424,800 vehicles in the first half, from 395,600 a year earlier, it said.

Stephen Reitmann, European motor analyst with UBS-Phillips & Drew in London, said, "It would be politically sensitive if the government were to sell at 270 marks."

The government's original intention was to sell its share this year,

Akzo Profit Dropped 20% In Quarter, Share Price Falls

Reuters

AMSTERDAM — Akzo NV, the Dutch chemical company, said Tuesday that third-quarter profit fell 20 percent to 15.8 million guilders (\$80 million) from 19.53 million a year earlier. The news of the lower than expected earnings sent its share price plunging.

Akzo shares fell 18 guilders to close at 99 guilders on the Amsterdam stock exchange.

The lower profit was caused

largely by a loss in Akzo's chemical fibers business. Profit per share, at 3.88 guilders, was down from 4.87 and far below market expectations of 4.50 guilders, dealers said.

Sales rose 3 percent to 3.87 billion guilders from 3.75 billion.

As a result of the third-quarter results, the company said it expected profit for the full year to fall below last year's level of 840 million guilders.

"We're trailing too far behind last year's profit level to be able to bridge the gap in the fourth quarter," said Sieb Bergsma, a board member. "But we still think the final result will be good."

For the first nine months, profit totaled 526.8 million guilders, down 16.6 percent from 526.8 million in the comparable 1986 period.

The chemical fiber business lost 24 million guilders in the third quarter after a profit of 58 million a year before. For the first nine months, the profit totaled only 45 million guilders, Mr. Bergsma said, down sharply from the comparable figure of 226 million.

He said the decline in earnings in the fiber business reflected falling market prices and rising raw material costs this year, which contrasted sharply with last year when market prices held steady while raw material costs fell.

Mr. Bergsma cited the declining dollar as the main factor forcing Akzo to cut margins to maintain its market share.

Fred Benninger, a Kerkorian associate, said the financier expected to make a proposal soon, perhaps next week.

Pan Am management earlier this year asked for larger wage and work-rule concessions than the \$160 million a year that four unions were willing to give. Union employees own 7 percent of the holding company.

Pan Am Unions Agree to Help Financier's Bid

Reuters

NEW YORK — Labor unions at Pan American World Airways have agreed to work with the financier Kirk Kerkorian in his effort to gain control of the airline and restructure the parent company, Pan Am Corp., union officials said and a Kerkorian side said.

Mr. Kerkorian seeks wage concessions and other give-backs by unions in exchange for new management and a spin-off of the airline from the parent, a larger stake for employees and an unspecified investment in the carrier by Mr. Kerkorian, union officials said.

Fred Benninger, a Kerkorian associate, said the financier expected to make a proposal soon, perhaps next week.

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Suez Flotation, Delayed by Stock Crisis, Is Reset

Agency France-Press

PARIS — Trading in the shares of the recently privatized merchant bank Compagnie Financière de Suez, delayed because of plunging stock prices, will begin Monday, the Finance Ministry said on Tuesday.

Private shareholders will be able to pay for their investment in two equal installments on Nov. 18 and a year later, the ministry said.

Listing of the shares on the Paris Bourse had been planned for last Thursday. But Finance Minister Edouard Balladur said that a 5 percent plunge in stock prices on the bourse the previous day made it necessary to push back the date. He did not specify a date then.

If the shares had started trading, there was a strong possibility that investors would have started with a paper loss. The shares, which carried an offering price of 317 francs (about \$34.58) in last month's public subscription, were being traded at 300 to 310 francs in unofficial trading in London last week, after falling to about 270 francs.

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The undersigned announces that the Annual Report 1987 of Hitachi, Ltd. will be available in Amsterdam at

Algemene Bank Nederland N.V., Amsterdam Rotterdam Bank N.V., Bank Mees & Hope N.V., Pierson, Heldring & Pierson N.V., Kas-Associate N.V.

AMSTERDAM DEPOSITORY COMPANY N.V.

Amsterdam, 28th October 1987

BUSINESS PEOPLE

Dean Witter Hires 27 From Salomon

By Arthur Higbee

International Herald Tribune

Dean Witter Reynolds Inc. in an effort to rebuild its municipal-bond operation, has hired 27 municipal-bond specialists, including two managing directors, from Salomon Brothers Inc. Salomon announced last month that it was abandoning the municipal business because of low profits and was laying off about 800 employees.

John M. Donovan and R. Fenn Puiman, who had been managing directors in the municipal-finance department at Salomon Brothers, have been recruited by Dean Witter as executive vice presidents for municipal finance.

In a filing with the U.S. Securities and Exchange Commission, the Toronto-based Olympia & York said it was contacted Sunday by Santa Fe about proposals that would pay \$63 a share for the 93.1 percent of Santa Fe that it does not already hold.

Olympia & York said it had signed a confidentiality agreement with Santa Fe on Monday, granting it access to the information that was provided to Henley Group Inc. Henley has offered \$63 in cash and securities, or about \$3.3 billion, for the 85 percent of Santa Fe it does not already own.

Olympia & York said its talk

may explore alternatives, including a merger, or a recapitalization or restructuring of Santa Fe.

Salon Paul Cos.

3 Months 1987 1986

Revenue 12,268 11,590

Per Share 7.03 6.86

2 Months 1987 1986

Revenue 12,268 11,590

Per Share 7.03 6.86

1 Month 1987 1986

Revenue 12,268 11,590

Per Share 7.03 6.86

12 Months 1987 1986

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CURRENCY MARKETS

U.S. Bonds Rise as Stock Market Renews Decline

Compiled by Our Staff From Dispatches
NEW YORK — Prices of U.S. government bonds gained as much as a point Tuesday as the U.S. stock market slumped and investors showed better than expected interest in the first phase of the Treasury's quarterly refunding.

The Federal Reserve Board's generosity with reserves to the banking system also helped support bond prices, dealers said.

The Treasury's 30-year bond rose 1/2 point, or just more than \$10 for every \$1,000 in face value, to 98 15/32 from Monday's finish.

The average yield was up from 8.74 percent at the last auction of three-year notes on Aug. 11 and was the highest since 8.71 percent issued on Feb. 18, 1986.

"The bond market gets hooked on a lot of different things over the course of a year, but right now they are watching stocks," said Harry Harris, economist for PaineWebber Group.

In the past two weeks, bond prices have soared as skittish investors looked for a safe haven from plunging stock markets worldwide.

The Treasury began its \$23.75 billion auctioning Saturday on Tuesday by auctioning \$9.76 billion in three-year notes. It will sell 10-year notes and 30-year bonds later in the week.

The notes were sold at an average yield of 8.03 percent, below the 8.05 percent in midday when issued trading. The notes, with an 8 percent coupon, were sold at an average price of 99.921.

The highest accepted yield was 8.05 percent, and the ratio of bids to the amount required was 2.38. Both figures indicated moderate, but not heavy, demand.

The average yield was up from 7.94 percent at the last auction of three-year notes on Aug. 11 and was the highest since 8.71 percent issued on Feb. 18, 1986.

GOLD: For South Africa, Precious Metal Softens Impact of World Stock Crisis

(Continued from first finance page)
billion, which squares with Senator Kassebaum's prediction.

At the same time, the price of gold has increased several times over the required \$18-an-ounce sanctions cushion.

It is little wonder then, economic analysts here say, that the government of President Pieter W. Botha feels sanguine about the effects of sanctions and disinvestment in the short run, at least.

"In reality, we have gold," said an executive of one of South Africa's

combined production to nearly half that of South Africa's.

Simultaneously, the Communist bloc countries last year doubled their 1985 sales to an estimated 402 tons. China has also emerged as a major seller to the non-Communist world for the first time in a decade.

Extra gold supplies, some analysts say, could cause a yearly gold surplus of more than 20 million ounces, driving the price down.

Moreover, although the gold price has soared in relation to the U.S. dollar, its level against other major currencies, including those of such important South African trading partners as Japan and West Germany, has not kept pace.

Additionally, if the stock markets continue to fall and a worldwide recession occurs, a prolonged interest in gold as a safe haven could not be counted on, according to market analysts. They said that during most of the 1980-81 recession, which was caused by oil price rises, the price of gold fell.

A senior mining company executive here said there was a danger in becoming too complacent about the insular effects of gold.

"When the Dow Jones slipped 22 percent on 'Black Monday,' we all smiled and said, 'O.K., we can go home, because we knew gold was going to go up,'" he said. "We thought everybody would say, 'Buy gold.'"

But the gold price has held steady at about \$470, he said, because "people are so shocked, so unsure of their judgment that they don't know what to do with that cash."

"But if the herd syndrome takes over," the executive asked, "and everyone says, 'Sell gold?'"

DOLLAR: Currency Slides to Postwar Lows as Bonn Accepts Weaker Level

(Continued from Page 1)
downward pressure on interest rates.

West Germany's economic leaders have opted to stay with their policy of moderate growth based on tightly checked inflation and a cautious approach to monetary policy.

They maintain that this policy is already providing more than enough funds to keep gross national product, the nation's total output of goods and services, growing at an annual rate of 1 percent to 2 percent.

But the United States and many of West Germany's European trading partners have repeatedly called for West Germany to boost its domestic economy in an attempt to spur European economic growth, ease world trade imbalances and calm the financial markets.

London Dollar Rates

Cities: Tues. Mon.

Deutsche mark 1.7105 1.7115

French franc 1.4275 1.4285

Source: Reuters

such finger-pointing was senseless given the current problems.

"I think at some point in time, West Germany will realize the world is more concerned with deflation right now than inflation," said Gary Shilling, an international economist for Shilling Services in New York.

"I understand their historical fear of inflation but this isn't the 1920s," he said. "A lot of assets have been destroyed since the stock crash and excessive money supply growth isn't a problem. But they show no signs of acting."

An economist for a major West German bank in Frankfurt said the uncertainty that has dominated financial markets since the stock crisis made it imperative that the government and the Bundesbank close ranks with other industrial nations.

"Something must be done very soon," he said. "This is a dangerous

situation where being convinced of the policy's correctness matters less than closing ranks and showing flexibility."

Howard Kurtz, a currency expert who heads both Kurtz & Co. Inc. in New York, said he saw West Germany's steadfast posture on monetary policy as part of a strategy to force the United States to take fundamental steps to correct its economic problems.

In New York, the dollar closed at 137.50 yen, up from 136.95 on Monday, at 1.4170 Swiss francs, up from 1.4140, and at 5.8430 French francs, up from 5.8080.

The dollar was lower against the British pound, however, which closed at \$1.7420, against \$1.7400 on Monday.

Earlier in Paris, the mark hit a record high of 3.4090 French francs at the fixing, about 3.3995 on Friday's fixing, the last day of trading.

International economists said

Nowhere is the cushioning power of gold displayed so starkly as in the effects of the sanctions legislation adopted by the U.S. Congress in October over President Ronald Reagan's veto.

At the time, Senator Nancy Landon Kassebaum, a Kansas Republican, who is chairman of the Senate subcommittee on African affairs, estimated that sanctions would cost South Africa \$350 million in the first year.

However, U.S. economists predicted that an \$18-per-ounce rise in the gold price at current sales levels would more than cover the export losses.

A year later their estimates have proved to be not far off the mark.

According to some independent estimates, sanctions have affected 2 percent to 3 percent of South Africa's total exports of roughly \$15

billion, which squares with Senator Kassebaum's prediction.

At the same time, the price of gold has increased several times over the required \$18-an-ounce sanctions cushion.

It is little wonder then, economic analysts here say, that the government of President Pieter W. Botha feels sanguine about the effects of sanctions and disinvestment in the short run, at least.

"In reality, we have gold," said an executive of one of South Africa's

country's largest gold-producing companies.

"Saudi Arabia has oil. New Zealand has sheep. We have gold. We exploit it efficiently, and we do what any developed country would be expected to do, which is turn it to our advantage."

Another industry analyst noted that increases in the price of gold reinvigorated business confidence in South Africa, which sank at the outset of last year's sanctions and disinvestment campaigns.

At the same time, the analyst said, gold price increases tend to enhance a feeling of defiance and invincibility within the government and, as a result, tend to color political considerations of how to deal with international pressure for dismantling apartheid.

"It gives them a certain amount

in from gold helps to pay for imports."

Viewed from another perspective, gold also provides funds for the government's program of cautious political reform.

Part of the government's strategy is to pacify black townships through upgrading of housing and services, which will cost millions, lending increased importance to export revenue, government officials said.

Industry executives say they are aware of some clouds around the gold lining.

For one, the demand by makers of gold products, mostly jewelry, appears to be flattening out at a time when the three major non-Communist gold-producing competitors, the United States, Canada and Australia, are increasing their

Tuesday's
OTC
Prices
NASDAQ prices as of
2 p.m. New York time.
Via The Associated Press

12 Month High Low Stock Div. Yld. Sales In Net

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SPORTS

Regal Real Madrid Facing Stiff Test Against Reigning Champion Porto

International Herald Tribune

LONDON — It takes a certain perverseness to question destiny. Here goes.

For wealth, power, influence and organization, there seems to be nothing to stop Real Madrid from reclaiming its role as lord of the grown-up world.

Reaches the City of Light, how far to bog down — as they do portions of Tourist's next entry; and in the wake of last Eden, Iiris has a series of acts that will make him to the complete grown-up world.

Kakutani is on the staff of The

Regal Real Madrid thought he and his

Madridians could do it. They were brushed aside last month with a mere \$3 million from attendance and television fees as compensation.

In Real's bewitched path

Wednesday night lies FC Porto — a king refusing to abdicate.

Porto, to be sure, is the European club champion. It surprised us all by winning the trophy in Vienna last May with such style and command that even the opponents representing Bayern Munich applauded.

Portuguese resistance is high.

They won't release their man until June, by which time Porto may or may not have retained the European Cup. Believe me and believe Munich: Madjer is class.

He spoke for all.

But since Portugal is not main-

stream soccer, nor does it currently

attract the stars, the inevitable hap-

pened. Porto lied its artiste, Paulo

Furt, to Atletico Madrid, and its

manager, Artur Jorge, to Matra

Racing de Paris.

We knew it, didn't we, in our

worldly way? The little fellow had

snatched the crown, but market

forces were putting him, and his

delightfully cheeky coup into per-

petrue.

Porto now faces the mighty Real

Madrid, which began this season

by surprising all who came before

SPORTS BRIEFS

Peters Is Named President by Indians

CLEVELAND (AP) — Hank

Peters was named president of the Cleveland Indians late Monday, four weeks after he was fired as general manager of the Baltimore Orioles.

Peters, 63, spent five years with the Indians as director of player personnel before he became head of the National Association of Professional Baseball Leagues in 1971. He signed a three-year contract whose terms were not disclosed.

Peters fills a vacancy in the Cleveland management created by the departure last January of Peter Bavas, who held the post for more than two years.

The Indians finished the 1987 season at 61-101, the worst record in the major leagues.

Peters said that one of his top priorities will be deciding on a manager for 1988. Doc Edwards was named manager for only the remainder of 1987 when he replaced Pat Corrales, who was fired at mid-season.

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POSTCARD

The Kosher Constabulary

By Marianne Yen
Washington Post Service

NEW YORK — Navigating among carcasses hung from metal hooks, sidestepping chunks of fat and gristle strewn on the concrete floor, the man in the white lab coat and hardhat paused in front of an elderly butcher wielding a 12-inch knife.

"You gotta cut these veins out!" Max Goldgrab shouted above the din of meat processing.

"I know, I know," the butcher replied as he devoured the meat.

Goldgrab, 67, and his partner Malcolm Mintz, 58, are known as the Starsky and Hutch of New York's kosher police. More precisely, they are inspectors for the kosher division of the New York State Department of Agriculture and Markets. Founded in 1882, the kosher division polices the billion-dollar kosher meat industry to help ensure that the one million kosher consumers in the state, the largest concentration in the United States, get what they pay for.

Goldgrab and Mintz make daily inspections like this one to determine whether meat labeled kosher is indeed prepared in accordance with Jewish dietary laws. They are part of a 12-person inspection force headed by Rabbi Schleim Rubin, 61, an Orthodox rabbi.

"Kosher doesn't taste any better; kosher isn't healthier; kosher doesn't have less salmonella," Rubin said. "Religion is not based on logic. You can eat a Holly Farm chicken and not know the difference. But a Holly Farm chicken sells for 39 cents a pound on sale. Kosher chicken, especially right before the holidays, can sell for \$1.69 a pound."

What is a state agency doing enforcing 3,000-year-old dietary laws prescribed for Jews in the Book of Leviticus? "People think that kosher only involves Jewish people, but there are Moslems and other groups that patronize kosher products," said Anthony Papa, assistant agriculture commissioner. "We in the Department of Agriculture do not view our job as sanctimonious. We're only interested in truth in labeling. If it's our job to make sure the consumer is not defrauded."

Although much of the unit's work is routine, inspectors some-

times descend on more glamorous establishments in unannounced raids. A recent target was the liner Queen Elizabeth 2, which was serving prohibited hinders meat to kosher passengers.

"I could sound very heroic, but it was so simple," Rubin said. "I was watching the news one day and I saw people getting off the QE2, complaining that it wasn't ready to sail. I wondered, of all the things they failed to put in order, if one of them wasn't the kosher kitchen. So I sent my men out there and they round up violations."

Cumard Lanes acknowledged the infractions and paid a \$2,400 fine.

Their most memorable caper involved a company in the Catskill Mountains that "got away with murder for 40 years," Mintz said.

Cracking the case required them to do their wives' wigs and hang around the marketplace in the middle of the night picking up bits of information. Federal agriculture officials helped by planting an agent who identified non-kosher meat that was being sold to kosher meat houses.

When they had collected enough evidence, state troopers made the arrests, and the company was fined \$25,000 and "lost all their kosher clientele," Rubin said.

RUBIN, who came here from Poland in 1933, joined the force in 1975 as a \$14,000-a-year inspector and has been chief of the unit for nearly a decade. "I inherited an agency whose philosophy was, do as little as you can, don't make waves," he said. Instead, Rubin began shaking things up.

"It's very hard to find men who have integrity, who know the meat laws, and who are willing to work for \$20,000 a year. An inspector can make a lot of money if he's on the take," Rubin said. "If I set rules. No free meals. No coffee. If a policeman is honest, a kosher inspector should be doubly honest."

Rubin also heads a Bronx synagogue. "I'm an Orthodox rabbi. Our salary isn't exactly like that of a PIL minister with all the fringe benefits. So there's a need for another job," he said. Rather than question his dual role, Rubin said, congregation members proudly tell people that "my rabbi is keeping New York State kosher."

Daniel Auteuil's Success With Ugliness

By Richard Bernstein
New York Times Service

PARIS — Here is Daniel Auteuil, arguably France's hottest young actor these days — or, at least, the one who got the best actor award at the French version of the Oscar ceremonies in Paris this year — and he doesn't look it.

He receives a visitor in an apartment in the unfashionable Porte de Saint-Cloud area of Paris, and the apartment has nothing of the movie star in it. There are a few stacks of cheap furniture, a bookshelf with not very many books, a few more records and compact discs, a picture of his girlfriend's grandmother — none of himself, not even on in his black tie and dinner jacket receiving the César.

He did not always live like a graduate student. Before he attained star status, able to command his roles rather than be commanded by them, he had fast cars and expensive apartments.

Paradoxically, as he tells it, it was success that changed his life and his tastes.

Auteuil is a slim, dark, 38-year-old stage and screen actor who has tended to play a kind of young urban hipster and hustler, a nervous, roguish, vaguely vulnerable, excitable Parisian good at seducing pretty women and getting into funny trouble. For several months earlier this year, he played just such a character at the Théâtre du Palais-Royal — pursuing other men's wives and paying the hilarious consequences — in a fluffy situation comedy called "Amuse-Gueule" (a slangy term for appetized).

But last year, Daniel Auteuil got serious. He dazzled the French with his performances in "Jean de Florette" and "Manon des Sources," two film series based on novels by Marcel Pagnol, the chronicler of the homesy struggles and disasters of the parched hills behind Marseille.

"Jean de Florette" and "Manon des Sources," directed by Claude Berri and also starring Yves Montand, Gérard Depardieu and Emmanuelle Béart (who is the granddaughter of the woman on Auteuil's bookshelf), were something of an event in France, which felt a kind of collective nos-



Daniel Auteuil (right) with Yves Montand in "Manon des Sources."

algia for Pagnol, who died in 1974, and his disappearing world.

Auteuil was not expected to steal the show, not in that stellar company. But he did, playing a character called Ugo, a shy, dim, scheming, unattractive and yet somehow sympathetic, or, at the least, pitiable, peasant — described by Pagnol as "thin and wiry like a goat" — who meets, first, with undeserved success and then deserved disaster. He is a certain emblem of a certain disappearing rural France, where the cunning, calculating, earthbound, and, at the same time, dreamy peasant has the status of legend.

In any case, Ugo has changed Auteuil's life.

"I used to have to do a lot of

junk. I earned and spent a lot of money. I lived well, but I was always being dragged along by some film I had to do in order to maintain that kind of life. All of that has changed now. The sort of Ugo I'll get it one day that 'Jean de Florette' brought along has taught me the taste of luxury in the world of work and in my choices. I found my most precious dance partner. It's very precious to do what you want to do."

It took 17 years for Auteuil to reach his current enviable position. He was born in Algeria, where his parents, opera singers in a roving troupe, were performing. He was living in Avignon when he decided that he wanted to become an actor.

"I did musical comedy for the next two years. And I learned a lot of things, a kind of discipline that led me eventually to a certain self-discipline. I learned a lot of details of the profession that served me well in the theater later, especially this way the Americans have of saying, 'Sing, don't be

afraid, you're Frank Sinatra.' It's a certain way the Americans have of taking possession of the situation, of pushing expression to the limits, broadening it by virtue of energy and good health."

"Godspell" was followed by a busy career in movies and on the stage.

Then Claude Berri came up with the idea that Auteuil might play Ugo.

"I read the novels, and I was absolutely subjugated by the story and by the very powerful feeling that only I could play this role," Auteuil said. "You know, it was one of those things, a Joan of Arc sort of experience, where you say 'That's it, I've got to have it.'

"So, I went to see Bern and he told me, 'You're too handsome for the part.' It's very flattering but I was tired. I went home and cut my hair just any old way, leaving holes all over. I dyed myself a kind of rust color, following Pagnol's description of Ugo. I let my beard grow and went back to see Bern 15 days later. We pushed the makeup a bit farther. I had the idea of putting on a false ear to accentuate the asymmetry of my face, and Berri had the idea of using fake teeth."

"Then, for six months, I didn't work, or, more accurately, for the first time in my life, I discovered the luxury of working at my pace. I dreamed about Ugo a lot, until I got to that point where a certain alchemy takes place and the character that you dream about takes on a total kind of reality."

Portraying Ugo — an uncomprehendingly simple man destroyed by greed and hopeless love — with tenderness and mercilessness at the same time, Auteuil makes him a hateful figure but one redeemed by the simplicity of his urges and by his guilty conscience.

"For me, Ugo is someone chosen by a high instrument of destiny, but he doesn't know it. And, during the filming, it was important for me not to know it either. In fact, I didn't want to know anything. I just let myself be carried along by the character himself. Now, I'm less obsessed. I'm obsessed more by life than I am by acting, and the inevitable result is I act better."

PEOPLE

Corbacher Is Launched As International Author

In Washington, Soviet Ambassador Yuri Dubinin got the first U.S. copy of "Persepolis," Michael S. Corbacher's new book on his restructuring program. It was presented by Michael Bense, senior vice president of Harper & Row, to coincide with the Soviet leader's speech in Moscow. Bense said the 256-page book would go on sale in the United States and 17 other countries in two weeks. "It's a real book," he said, "not a speech, not an amassing of propaganda, but a real book."

The Italian fashion designer Enrico Coveri was awarded the Médaille de Vermeil of the city of Paris on Tuesday for his contributions to French fashion — Coveri's company is French, and he shows his collection only in France. The medal was given in a ceremony at the Hôtel de Ville by Alain Juppé, the budget minister and mayoral deputy to Prime Minister Jacques Chirac, who is also mayor of Paris.

The Soviet pianist Lazar Berman played a Liszt concerto with the Leningrad Philharmonic at Carnegie Hall, but the novelty was the U.S. debut of the Fazioli F308 concert grand piano — a 10-foot-tall monster with a solid wooden top — a 1,518 pounds. It is the product of Paolo Fazioli, pianist and engineer who formed a small company in 1981 near Venice, turning out a line of grand pianos topped by the F308, of which there are only three so far. At \$70,000 or so, the F308 tops the 1,056-pound Rosendorfer Imperial, which sells for around \$75,000. Harold C. Schonberg of The New York Times thought it had a "clear, singing, treble-and-plaintive" power, but that the bass "may take some getting used to." Berman praised the F308 as a "piano piano," but said he had not stopped loving his Steinway.

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